

# VIRGINIA REAL ESTATE BOARD

## EDUCATION COMMITTEE MEETING MINUTES

The Real Estate Board Education Committee met on Wednesday, January 26, 2011, at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present:        Judith Childress, Chair  
   Clifford Wells  
   Sandra Ferebee

Staff Member present:                Kevin Hoeft, Education Administrator

The meeting was called to order at 3:05 p.m.

A motion was made and approved unanimously to approve the agenda.

The following actions were taken:

- A.    Two Proprietary School Applications were reviewed.
  - 1.    Home Inspection Pros, Inc., Virginia Beach, VA  
      Contact Person: Richard Carroll (**Approved pending receipt and approval of the school's 2009 Financial Statement**)
  - 2.    CPG School of Real Estate, Inc. Chesapeake, VA  
      Contact Person: DeAnne P. Young (**Denied for failing to submit adequate evidence of financial responsibility**)
  
- B.    Ninety-one continuing education course applications were reviewed; of these courses:

Eighty-one original applications for continuing education courses offered by approved schools were considered. Seventy-five of these applications were approved. Five applications were approved with reduced hours. One application was denied because the course content does not qualify as real estate continuing education.

- 1.    \*62391        Business Planning & Schedules, 2 hours Real Estate Related, Towne Realty School of Real Estate
- 2.    \*62393        Contract to Closing, 3 hours Real Estate Related, Towne Realty School of Real Estate
- 3.    \*62395        Motivating the Sales Professional, 2 hours Real Estate Related, Towne Realty School of Real Estate

4. \*62397 Video for Realtors, 3 hours Real Estate Related, Real Estate Career Academy **(Approved for 2 hours pending receipt of amended "Timed Course Outline")**
5. \*62399 Using Communication Tools Effectively, 2 hours Real Estate Related, Real Estate Career Academy
6. \*62401 Buyer Counseling - The Sales Process, 3 hours Real Estate Related, Towne Realty School of Real Estate
7. \*62403 Real Estate Blogging 101, 2 hours Real Estate Related, Xtreme Agent Training , LLC
8. 62405 Real Estate Blogging 101, 2 hours Broker Management, Xtreme Agent Training, LLC
9. \*62407 Agency: A Complicated Relationship, 1 hour Real Estate Agency, VAR
10. \*62409 VHDA Real Estate Professional Training, 2 hours Real Estate Related, VAR
11. \*62411 Tax Efficient Options for Real Estate Transactions, 1 hour Real Estate Related, Atlantic Equities and Exchange, LLC
12. \*62416 Ethics & Standards of Conduct, 3 hours Ethics & Standards of Conduct, Moseley-Dickinson Academy of Real Estate
13. \*62420 The Second Home as a Real Estate Investment, 1 hour Real Estate Related, Moseley-Dickinson Academy of Real Estate
14. \*62422 Capital Gains Tax Overview, 1 hour Real Estate Related, Moseley-Dickinson Academy of Real Estate
15. \*62426 Agency: Polyzos V. Cotrupi, 1 hour Real Estate Related, Moseley-Dickinson Academy of RE
16. \*62430 Legal Instruments of Real Estate Finance, 4 hours Real Estate Related, Hometown Title & Escrow, LLC **(Approved for 3 hours pending receipt of amended "Timed Course Outline")**
17. \*62432 Getting a Signed Buyer Agency Agreement, 1 hour Real Estate Agency, 1 hour Real Estate Related, Richmond Equity Ventures, LLC
18. \*62434 Certified Distressed Property Expert (Online), 1 hour Real Estate Contracts, 8 hours Real Estate Related, Alpha College of Real Estate
19. 62436 Certified Distressed Property Expert (Online), 5 hours Real Estate Contracts, 8 hours Broker Management, Alpha College of

- Real Estate
20. \*62437 Finance with TowneBank Mortgage, 3 hours Real Estate Related, William E. Wood & Associates Real Estate Academy
  21. \*62439 Generational Selling, 2 hours Real Estate Related, VAR
  22. \*62441 Using Technology to Benefit Clients, 3 hours Real Estate Related, William E. Wood & Associates Real Estate Academy
  23. \*62447 The Listing Process, 3 hours Real Estate Related, William E. Wood & Associates Real Estate Academy
  24. \*62450 The Settlement Process, 2 hours Real Estate Related, CBRB SRE
  25. \*62452 Real Estate Agency, 3 hours Real Estate Agency, CBRB SRE
  26. \*62454 Regional Contract Review, 3 hours Real Estate Related, CBRB SRE
  27. \*62456 The Role of the Home Inspector, 2 hours Real Estate Related, CBRB SRE
  28. \*62458 Short Sale Strategies, 3 hours Real Estate Related, CBRB SRE
  29. \*62460 From Contract to Closing, 2 hours Real Estate Related, CBRB SRE
  30. \*62462 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, CBRB SRE
  31. \*62464 The ABC's of Home Warranty, 2 hours Real Estate Related, CBRB SRE
  32. \*62466 Negotiating Agreements, 3 hours Real Estate Related, CBRB SRE
  33. \*62468 Seller Services, 3 hours Real Estate Related, CBRB SRE
  34. \*62470 Marketing, 2 hours Real Estate Related, CBRB SRE
  35. \*62472 Property Selection, Offers, Negotiating and Closing, 3 hours Real Estate Related, William E. Wood & Associates Real Estate Academy
  36. \*62474 Business Planning and Setting Goals, 3 hours Real Estate Related, William E. Wood & Associates Real Estate Academy
  37. \*62476 What's It Worth? 2 hours Real Estate Related, VAR
  38. \*62478 Ethics and the Realtor, 3 hours Ethics & Standards of Conduct, VAR
  39. \*62480 Getting the Buyer's Representation Agreement Signed, 2 hours Real Estate Agency, VAR

- 40. \*62485 Implementing Social Media Into Real Estate and Everyday Life, 2 hours Real Estate Related, VAR
- 41. \*62487 Video Explosion, 2 hours Real Estate Related, VAR
- 42. \*62489 2011 Professional Standards Seminar, 3 hours Ethics and Standards of Conduct, 3 hours Real Estate Related, VAR
- 43. \*62492 Adapting Your Marketing to the Changing Internet Landscape, 2 hours Real Estate Related, VAR
- 44. \*62494 Advertising: Promoting Your Business the Right Way, 1 hour Legal Updates, VAR
- 45. \*62496 RI 409: Business Planning, 7 hours Real Estate Related, VAR
- 46. \*62498 Laws & Regulations Impacting Licensees, 3 hours Legal Updates, William E. Wood & Associates Real Estate Academy
- 47. \*62500 The Key to HUD and the FHA Loan, 4 hours Real Estate Related, Real Estate Career Academy
- 48. \*62502 Virginia Escrow, 3 hours Real Estate Related, Real Estate Career Academy
- 49. 62504 Virginia Escrow, 3 hours Broker Management, Real Estate Career Academy
- 50. \*62507 Contract Writing; Handling Customer Deposits; and Agency, 2 hours Legal Updates, 1 hour Real Estate Contracts, Kirks Institute
- 51. \*62508 Common Legal Hotline Questions and Answers, 1 hour Legal Updates, VAR
- 52. \*62510 Building Your Business/Business Planning, 3 hours Real Estate Related, CBRB SRE  
**(Approved for 2 hours pending receipt of amended "Timed Course Outline")**
- 53. \*62512 Consumer Rights and Rentals, 3 hours Real Estate Related, CBRB SRE
- 54. \*62514 Guaranteed Commission Check in 90 Days, 1 hour Real Estate Related, Richmond Equity Ventures, LLC/Keller Williams Richmond West
- 55. \*62516 Getting the Listing Every Time, 2 hours Real Estate Related, Richmond Equity Ventures, LLC/Keller Williams Richmond West
- 56. \*62518 Mastering Your Schedule, 1 hour Real Estate Related, Richmond Equity Ventures, LLC/Keller Williams Richmond West **(Denied - Course content not related to real estate continuing education)**

- 57. \*62520 What Every Realtor Should Know about Divorce, 1 hour Real Estate Agency, 1 hour Real Estate Related, Richmond Equity Ventures, LLC/Keller Williams Richmond West
- 58. \*62522 Finance, 2 hours Real Estate Related, CBRB SRE
- 59. \*62524 Fair Housing - Shared Neighborhood...Equal Opportunities, 3 hours Fair Housing, CBRB SRE
- 60. \*62526 You, Incorporated: Legal and Tax Implications, 2 hours Real Estate Related, Richmond Equity Ventures, LLC/Keller Williams Richmond West (**Approved for 1 hour pending receipt of amended "Timed Course Outline"**)
- 61. \*62528 1031 Tax Deferred Exchange & IRS, 2 hours Real Estate Related, CBRB SRE
- 62. \*62530 Taxes for the Independent Contractor, 2 hours Real Estate Related, MBH Settlement Group, L.C.
- 63. \*62532 Tax Strategies for Realtors, 2 hours Real Estate Related, RECA
- 64. \*62534 Visionary Development, 3 hours Real Estate Related, Realtor Association of Prince William
- 65. \*62536 Real Estate Finance 101 - Home Loans and the NVAR Contract, 2 hours Real Estate Related, Champion University
- 66. \*62538 A Mock Settlement, 1 hour Real Estate Related, MBH Settlement Group, L.C.
- 67. \*62540 Evaluating & Financing the Fixer-Upper, 4 hours Real Estate Related, New Millennium University (**Approved for 2 hours pending receipt of amended "Timed Course Outline"**)
- 68. 62542 Advanced Contract Writing, 3 hours Real Estate Contracts, RAR
- 69. 62543 Broker Workshop: Making Sure Your Shop is in Order, 2 hours Legal Updates, RAR
- 70. \*62544 Generational Buying and Selling, 4 hours Real Estate Related, RAR
- 71. \*62546 Instanet Workshop, 2 hours Real Estate Related, RAR
- 72. \*62548 The Housing Market Report for Residential Agents, 1 hour Real Estate Related, RAR
- 73. \*62550 IMAPP/Tax Records, 2 hours Real Estate Related, RAR
- 74. \*62553 Top 10 Tempo Tips, 2 hours Real Estate Related, RAR

- 75. 62555 Broker Office Policy Workshop, 4 hours  
Broker Management, RAR
- 76. 62556 Broker Office Policy Workshop, 4 hours  
Legal Updates, RAR
- 77. \*62557 Leasing Basics for Residential Sales  
Professionals, 3 hours Legal Updates, RAR
- 78. \*62559 Title Insurance 101 - What Every Real  
Estate Agent Should Know About Title  
Insurance, 2 hours Real Estate Related,  
Champion University
- 79. \*62561 Buyer Agents as Heroes: Better Serving Your  
Buyer Clients, 2 hours Real Estate Related,  
NVAR
- 80. 62587 Virginia Fair Housing Laws, 2 hours Fair  
Housing, Real Estate Empower, Inc.
- 81. \*62588 Virginia Legal Updates, 1 hour Legal  
Updates, Real Estate Empower, Inc.

The following Ten original continuing education course applications offered by a school with a pending school application (**Home Inspection Pros, Inc.**) were approved pending the approval of the school application:

- 1. \*62567 AC for Older Homes, 1 hour Real Estate  
Related, Home Inspection Pros, Inc.
- 2. \*62569 Asphalt Shingles, 1 hour Real Estate  
Related, Home Inspection Pros, Inc.
- 3. \*62571 Carbon Monoxide, 1 hour Real Estate  
Related, Home Inspection Pros, Inc.
- 4. \*62573 Electrical Size Service, 1 hour Real Estate  
Related, Home Inspection Pros, Inc.
- 5. \*62575 Identifying Furnace Deficiencies, 1 hour  
Real Estate Related, Home Inspection Pros,  
Inc.
- 6. \*62577 Indoor Air Quality, 1 hour Real Estate  
Related, Home Inspection Pros, Inc.
- 7. \*62579 Lead Based Paint, 1 hour Real Estate  
Related, Home Inspection Pros, Inc.
- 8. \*62581 Renovate, Repair, Remodel, 1 hour Real  
Estate Related, Home Inspection Pros, Inc.
- 9. \*62583 Identifying Structural Defects, 1 hour Real  
Estate Related, Home Inspection Pros, Inc.
- 10. \*62585 House Age, 1 hour Real Estate Related, Home  
Inspection Pros, Inc.

C. Ninety-five post license education course applications were reviewed; of these courses:

Six previously approved post license education course applications offered by approved schools were considered. Two of these applications were approved. Four of these applications were withdrawn from the meeting agenda at the school's request:

1. 62445 Agency Law (On-line), 3 hours  
Residential Real Estate Mandatory Topics,  
PDI
2. 62446 Selling Process (On-line), 3 hours  
Residential Real Estate Elective Topics,  
PDI
3. 62563 Offer to Purchase (Online), 3 hours  
Residential Real Estate Mandatory Topics,  
PDI **(Application Withdrawn by School)**
4. 62564 Real Estate Law (Online), 3 hours  
Residential Real Estate Mandatory Topics,  
PDI **(Application Withdrawn by School)**
5. 62565 Ethics and Standards of Conduct (Online), 3  
hours Residential Real Estate Mandatory  
Topics, PDI **(Application Withdrawn by  
School)**
6. 62566 Fair Housing (Online), 3 hours Residential  
Real Estate Mandatory Topics, PDI  
**(Application Withdrawn by School)**

Seventy-nine original applications for post license education courses offered by approved schools were considered. Seventy-three of these applications were approved. Five applications were approved with reduced hours. One application was denied because the course content does not qualify as real estate post license education:

1. \*62392 Business Planning & Schedules (Business  
Planning), 2 hours Residential Real Estate  
Elective Topics, Towne Realty School of  
Real Estate
2. \*62394 Contract to Closing (Selling Process), 3  
hours Residential Real Estate Elective  
Topics, Towne Realty School of Real Estate
3. \*62396 Motivating the Sales Professional (Other  
Real Estate Related), 2 hours Residential  
Real Estate Elective Topics, Towne Realty  
School of Real Estate
4. \*62398 Video for Realtors (Technology), 3 hours

- Residential Real Estate Elective Topics,  
Real Estate Career Academy (**Approved for 2  
hours pending receipt of amended "Timed  
Course Outline"**)
5. \*62400 Using Communication Tools Effectively  
(Other Real Estate Related), 2 hours  
Residential Real Estate Elective Topics,  
Real Estate Career Academy
  6. \*62402 Buyer Counseling - The Sales Process  
(Selling Process), 3 hours Residential Real  
Estate Elective Topics, Towne Realty School  
of Real Estate
  7. \*62404 Real Estate Blogging 101 (Technology), 2  
hours Residential Real Estate Elective  
Topics, Xtreme Agent Training, LLC
  8. \*62408 Agency: A Complicated Relationship (Other  
Real Estate Related), 1 hour Residential  
Real Estate Elective Topics, VAR
  9. \*62410 VHDA Real Estate Professional Training  
(Finance), 2 hours Residential Real Estate  
Elective Topics, VAR
  10. \*62412 Tax Efficient Options for Real Estate  
Transactions (Sales), 1 hour  
Commercial Real Estate Elective Topics,  
Atlantic Equities and Exchange, LLC
  11. \*62417 Ethics & Standards of Conduct, 3 hours  
Residential Real Estate Mandatory Topics,  
Moseley-Dickinson Academy of Real Estate
  12. \*62421 The Second Home as a Real Estate Investment  
(Other Real Estate Related), 1 hour  
Residential Real Estate Elective Topics,  
Moseley-Dickinson Academy of Real Estate
  13. \*62423 Capital Gains Tax Overview (Other Real  
Estate Related), 1 hour Residential Real  
Estate Elective Topics, Moseley-Dickinson  
Academy of Real Estate
  14. 62424 Offer to Purchase, 3 hours Residential Real  
Estate Mandatory Topics, Moseley-Dickinson  
Academy of Real Estate
  15. 62425 Real Estate Law, 3 hours Residential Real  
Estate Mandatory Topics, Moseley-Dickinson  
Academy of Real Estate
  16. \*62427 Agency: Polyzos v. Cotrupi (Other Real  
Estate Related), 1 hour Residential Real  
Estate Elective Topics, Moseley-Dickinson  
Academy of Real Estate
  17. \*62431 Legal Instruments of Real Estate Finance  
(Finance), 4 hours Residential Real Estate

- Elective Topics, Hometown Title & Escrow, LLC **(Approved for 3 hours pending receipt of amended "Timed Course Outline")**
18. \*62433 Getting a Signed Buyer Agency Agreement (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Richmond Equity Ventures, LLC
  19. \*62435 Certified Distressed Property Expert (Other Real Estate Related - On-line), 13 hours Property Management Elective Topics, Alpha College of Real Estate
  20. \*62438 Finance with TowneBank Mortgage (Finance), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
  21. \*62440 Generational Selling (Selling Process), 2 hours Residential Real Estate Elective Topics, VAR
  22. \*62442 Using Technology to Benefit Clients (Technology), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
  23. \*62448 The Listing Process (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
  24. 62449 Agent 2.0 and Your Business (Technology), 2 hours Residential Real Estate Elective Topics, VAR
  25. \*62451 The Settlement Process (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
  26. \*62453 Real Estate Agency (Agency Law), 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
  27. \*62455 Regional Contract Review (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, CBRB SRE
  28. \*62457 The Role of the Home Inspector (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
  29. \*62459 Short Sale Strategies (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, CBRB SRE
  30. \*62461 From Contract to Closing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE

31. \*62463 Ethics and Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
32. \*62465 The ABC's of Home Warranty (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
33. \*62467 Negotiating Agreements (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
34. \*62469 Seller Services (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, CBRB SRE
35. \*62471 Marketing (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
36. \*62473 Property Selection, Offers, Negotiating and Closing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
37. \*62475 Business Planning and Setting Goals (Business Planning), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Real Estate Academy
38. \*62477 What's It Worth (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, VAR
39. \*62479 Ethics and the Realtor (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, VAR
40. \*62481 Getting the Buyer's Representation Agreement Signed (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
41. \*62486 Implementing Social Media Into Real Estate and Everyday Life (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
42. \*62488 Video Explosion (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
43. \*62490 2011 Professional Standards Seminar (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, VAR
44. 62491 2011 Professional Standards Seminar (Other Real Estate Related), 3 hours Residential

- Real Estate Elective Topics, VAR
45. \*62493 Adapting Your Marketing to the Changing Internet Landscape (Technology), 2 hours Residential Real Estate Elective Topics, VAR
46. \*62495 Advertising: Promoting Your Business the Right Way (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
47. \*62497 RI 409: Business Planning (Other Real Estate Related), 7 hours Residential Real Estate Elective Topics, VAR
48. \*62499 Laws & Regulations Impacting Licensees (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, William E. Wood & Associates Real Estate Academy
49. \*62501 The Key to HUD and the FHA Loan (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Real Estate Career Academy
50. \*62503 Virginia Escrow (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Real Estate Career Academy
51. 62505 VA Rules & Regulations (Property Owners' and Condominium Association Law; Landlord Tenant Law; Real Estate Board Regulations and Statutes; American with Disabilities Act), 3 hours Commercial Real Estate Mandatory Topics, Kirks Institute
52. \*62506 Contract Writing; Handling Customer Deposits; and Agency, 3 hours Commercial Real Estate Mandatory Topics, Kirks Institute
53. \*62509 Common Legal Hotline Questions and Answers (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
54. \*62511 Building Your Business/Business Planning (Business Planning), 3 hours Residential Real Estate Elective Topics, CBRB SRE **(Approved for 2 hours pending receipt of amended "Timed Course Outline")**
55. \*62513 Consumer Rights and Rentals (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, CBRB SRE
56. \*62515 Guaranteed Commission Check in 90 Days (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics,

- Richmond Equity Ventures, LLC/Keller Williams Richmond West
57. \*62517 Getting the Listing Every Time (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Richmond Equity Ventures, LLC/Keller Williams Richmond West
58. \*62519 Mastering Your Schedule (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Richmond Equity Ventures, LLC/Keller Williams Richmond West **(Denied - Course content not related to real estate post license education)**
59. \*62521 What Every Realtor Should Know about Divorce (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Richmond Equity Ventures, LLC/Keller Williams Richmond West
60. \*62523 Finance, 2 hours Residential Real Estate Elective Topics, CBRB SRE
61. \*62525 Fair Housing - Shared Neighborhood...Equal Opportunities (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, CBRB SRE
62. \*62527 You, Incorporated: Legal and Tax Implications (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Richmond Equity Ventures, LLC/Keller Williams Richmond West **(Approved for 1 hour pending receipt of amended "Timed Course Outline")**
63. \*62529 1031 Tax Deferred Exchange & IRS (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, CBRB SRE
64. \*62531 Taxes for the Independent Contractor (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
65. \*62533 Tax Strategies for Realtors (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RECA
66. \*62535 Visionary Development (Land Use Issues), 3 hours Residential Real Estate Elective Topics, Realtor Association of Prince William
67. \*62537 Real Estate Finance 101 - Home Loans and the NVAR Contract (Finance), 2 hours Residential Real Estate Elective Topics, Champion University

- 68. \*62539 A Mock Settlement (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
- 69. \*62541 Evaluating & Financing the Fixer-Upper (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, New Millennium University (**Approved for 2 hours pending receipt of amended "Timed Course Outline"**)
- 70. \*62545 Generational Buying and Selling (Selling Process), 4 hours Residential Real Estate Elective Topics, RAR
- 71. \*62547 Instanet Workshop (Technology), 2 hours Residential Real Estate Elective Topics, RAR
- 72. \*62549 The Housing Market Report for Residential Agents (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
- 73. \*62551 IMAPP/Tax Records (Technology), 2 hours Residential Real Estate Elective Topics, RAR
- 74. 62552 Fair Housing is for Everyone (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, RAR
- 75. \*62554 Top 10 Tempo Tips (Technology), 2 hours Residential Real Estate Elective Topics, RAR
- 76. \*62558 Leasing Basics for Residential Sales Professionals (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, RAR
- 77. \*62560 Title Insurance 101 - What Every Real Estate Agent Should Know About Title Insurance (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Champion University
- 78. \*62562 Buyer Agents as Heroes: Better Serving Your Buyer Clients (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
- 79. \*62589 Virginia Legal Updates (Other Real Estate Related) 1 hour Residential Real Estate Elective Topics, Real Estate Empower, Inc.

The following Ten original post license education course applications offered by a school with a pending school

application (**Home Inspection Pros, Inc.**) were approved pending the approval of the school application:

1. \*62568 AC for Older Homes (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
2. \*62570 Asphalt Shingles (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
3. \*62572 Carbon Monoxide (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
4. \*62574 Electrical Size Service (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
5. \*62576 Identifying Furnace Deficiencies (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
6. \*62578 Indoor Air Quality (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
7. \*62580 Lead Based Paint (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
8. \*62582 Renovate, Repair, Remodel (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
9. \*62584 Identifying Structural Defects (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.
10. \*62586 House Age (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Home Inspection Pros, Inc.

D. Two Salesperson pre-license education course applications were reviewed. One of these applications was approved. The second course application was also approved; however, the school application for this course application was denied:

1. 60-hour Salesperson Principles and Practices of Real Estate (Classroom), Four Pillars Education, Inc.
2. 60-hour Salesperson Principles and Practices of Real Estate (Classroom), CPG School of Real Estate, Inc.  
**(Proprietary School Application Denied)**

E. Six pre-licensing instructor applications were reviewed and approved:

1. Sandra J. Hood
2. Carolyn Ann Boaz
3. Annamarie Dietz Snipes
4. Mumtaz A. Bhatti
5. Patricia A. Jordal - **Expert (Principles & Practices)**
6. Daniel F. Rochon - **Expert (P&P, Law, Finance)**

F. Seven continuing and post license education instructor applications to teach previously approved continuing and post license education courses were reviewed and approved:

1. **Jenny Cannon** - 60168/60169 (Renovation Finance - 4 hours), **Alpha College of Real Estate**
2. **Art Grace & Joanna Silva** - 56405 (2007 New Agency Law in VA) 56403/56404 (Agency Law Demystified) 59617/59618 (An Introduction to Short Sales and the Short Sale Addendum), 57203/57204 (Bankruptcy and Foreclosure), 60553/60554 (Contracts with Escalators An Elevator to the Top Sales Price), 59439/59440 (Earnest Money Deposits), 56919/56920 (Ethics for RE Agents), 56402/56550, (Ethics for RE Agents - The Basics), 56921/569221 (Fair Housing), 57587/57588 (Foreclosures, REOs, Short Sales), 57585/57586- (Foreclosure, REOs and Short Sales - A Primer), 57239/57240 (Foreign Sellers and Buyers), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract), 57266/57267 (Home Inspections) 58399/58400 (Legal Updates and Emerging Trends), 56585/56586 (Limited Service Agency), 57256/57257 (Mold: A Growing Problem), 59435/59436 (Navigating the VA Jurisdictional Addendum), 57578/57579 (New 2006 Regional Sales Contract), 57921/57922 (New Forms for 2008), 57919/57920 (NVAR's 2007 Listing Agreement), 57923/57924 (NVAR's 2008 Contingencies/Clauses Add. Sales Cont), 59437/59438 (The Final RESPA Rule), 55557/55558 (New Regional Sales Contract - Primer), 55554 (The New Regional Sales Contract 2006 in Depth), 57497/57498 (New VA Residential Property Disclosure Statement), 57499/57500 (Newest Appraisal & Financing Contingencies), 56593/56594 (Title Insurance - What is It?), 59446/59447 (Unconventional Transactions (Avoiding Problems at Settlement), 56166/56167 (Understanding Your upcoming VA Transaction), 57201/57202 (What is Delivery?), **MBH**

**Settlement Group. L.C.**

3. **Bryan Speed** - 61398/61399 (Causes, Symptoms, & Solutions to Common Foundation Problems), **VAR**
4. **Raymond Rees, Patsy Williamson, and Richard Winebrenner** - 55633/57061 (Agency Law), 57074/57075 (Common Contract Addenda), 57072/57073 (Contract to Settlement), 55634/57107 (Ethics), 55825/57209 (Fair Housing), 57231/57232 (Finance), 58003/58034 (Legislative Update), 56992 (Limited Service Agency), 61547/61548 (Listing and Buyer Broker Contracts), 57110/57111 (Marketing and Servicing a Listing), 55632/57062 (Real Estate Contracts/Offer to Purchase), 57108/57109 (Preparing a CMA), 58888/58923 (Working with Rentals), **Carruthers Academy of Real Estate, LLC**
5. **Mary Womack** - 59715/59716 (Case Studies on Contract Acceptance and Delivery), **Liz Moore & Associates**
6. **JoWilla Rannells Beck, Richard H. (Rick) Cockrill, and James K. Sonnhalter** - 61943/61944 (CAMP 443 - Part 1: The Challenge and Mindset), 61883/61884 (CAMP 443 - Part 2: Lead Generation Fundamentals), 61947/61948 (CAMP 443 - Part 3: Buyers), 61945/61946 (CAMP 443 - Part 4: Sellers), 61951/61952 (CAMP 443 - Part 5: Lead Generation Beyond the Basics), 61949/61950 (CAMP 443 - Part 6: Contract to Close), **Keller Williams Richmond West**
7. **Mary Hurley, Sadeef Saberi and Jennifer Somma** - 62050/60251 (RESPA Reform), 61151/61152 (Fair Housing), 60582/60583 (VA Regional Sales Contracts), 60223/60224 (Short Sales & REOs), 61530/61531 (Deeds in Virginia), 61528/61529 (Uniform Power of Attorney), **Champion University**

G. Other Business

1. The Committee discussed whether to grant broker pre-license education credit to broker licensees in the Virginia border states of Maryland, North Carolina, Tennessee and West Virginia who apply for a Virginia broker license by reciprocity. The Committee determined the broker pre-license education completed by reciprocal applicants from these states is "comparable in content and duration and scope" to the broker pre-license education required by the Board and recommended that the Board accept this broker pre-license education toward the Board's 180 classroom hour broker pre-license education requirement. Broker license reciprocal applicants from these states who do not meet the Board's 180 classroom

hour broker pre-license education requirement must make up the difference in hours by completing a Board-approved Real Estate Brokerage pre-license education course, and, if necessary, additional Board-approved pre-license education courses.

2. The Committee discussed amending Board Regulation 18 VAC 135-20-101.6 as there is no "form prescribed by the board." The Committee approved language amending this regulation and will forward this information to the Board's Regulatory Review Committee.
3. The Committee reviewed the provisions of HB 1907 that, if enacted into law, will affect the Board's Education program.

H. There being no further business or public comment, the meeting adjourned at 4:50 p.m.

**\* Continuing Education and Post License Education Course  
Companion Applications**